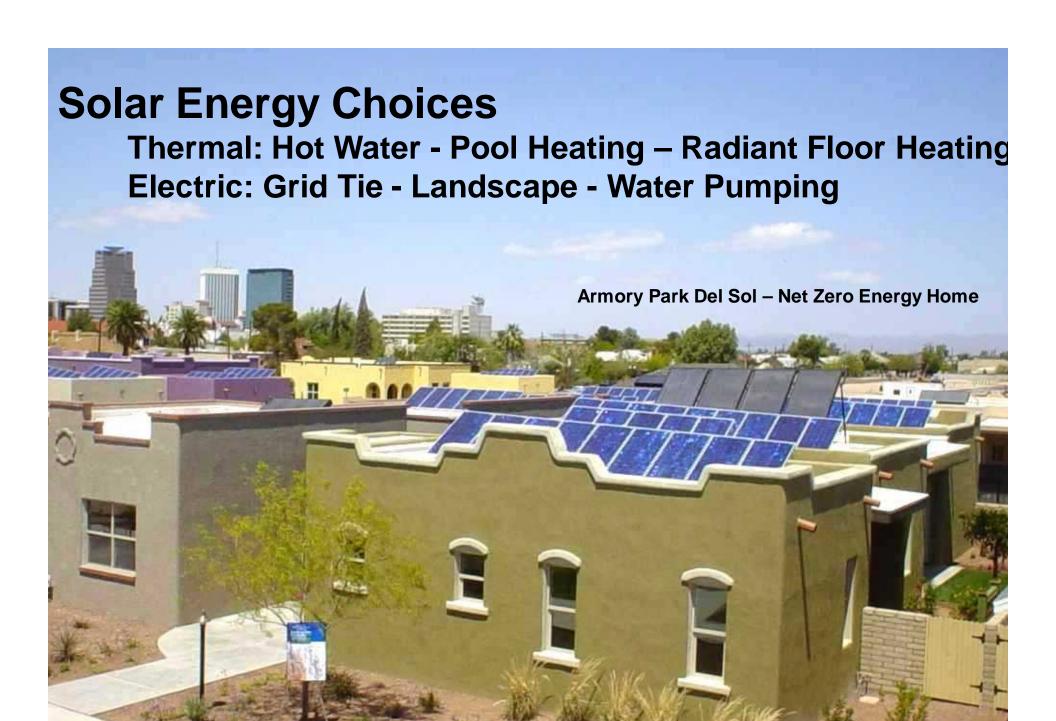
Solar 101 Solar Hot Water February 23, 2011

Katharine J Kent, P.E. CEM

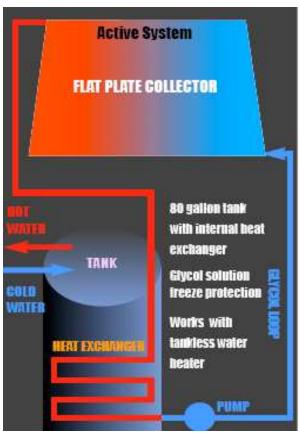
President



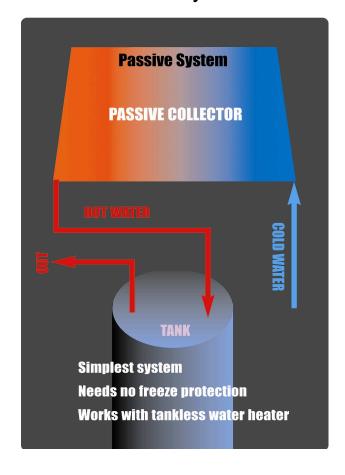


Domestic Hot Water

Active System



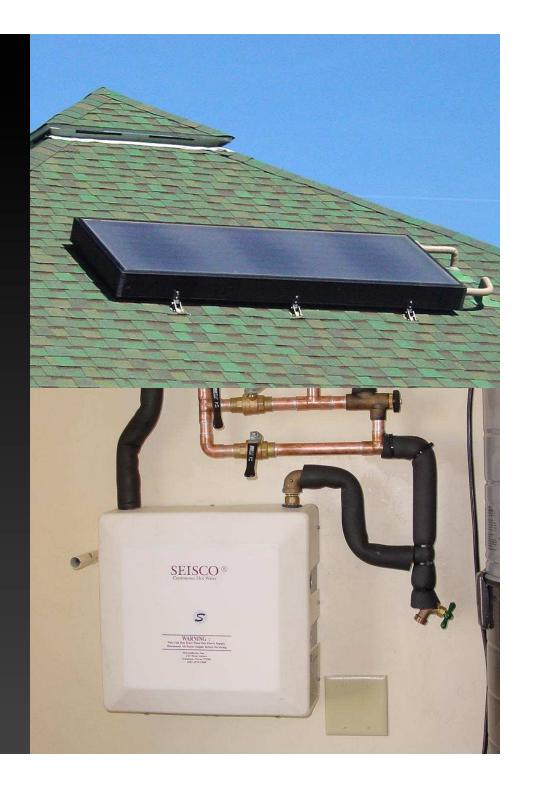
Passive System

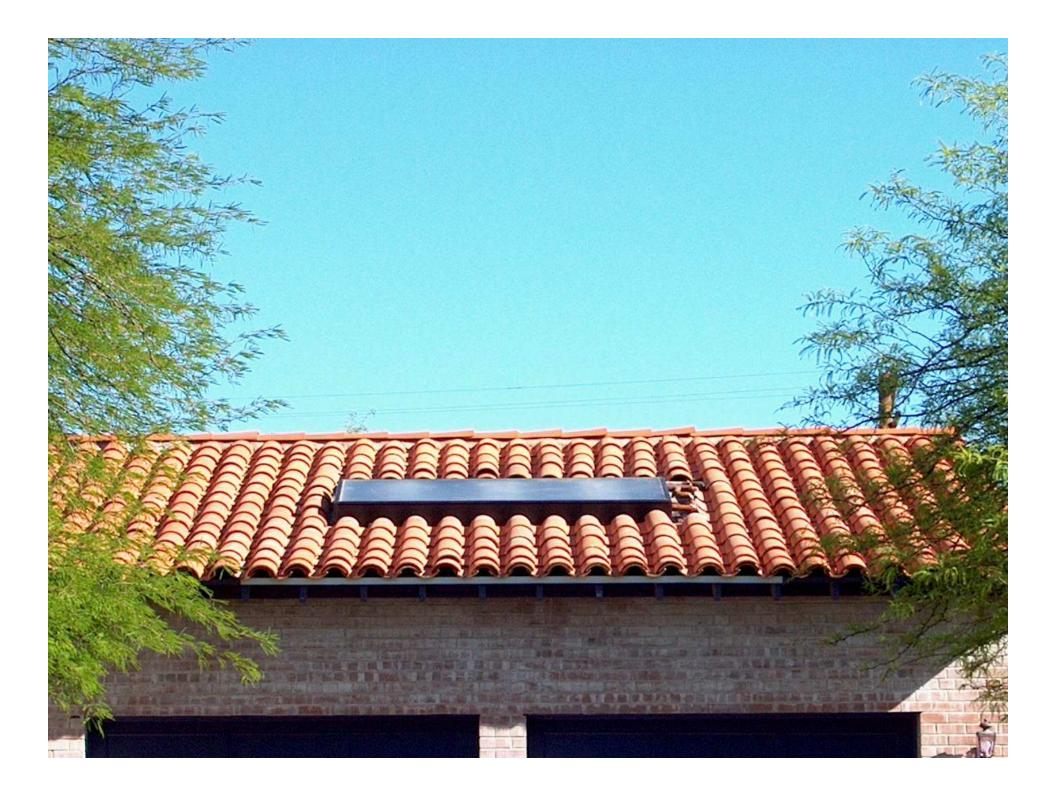




PASSIVE SYSTEM

Low maintenance
No pump or controller
Use existing tank







ACTIVE SYSTEM

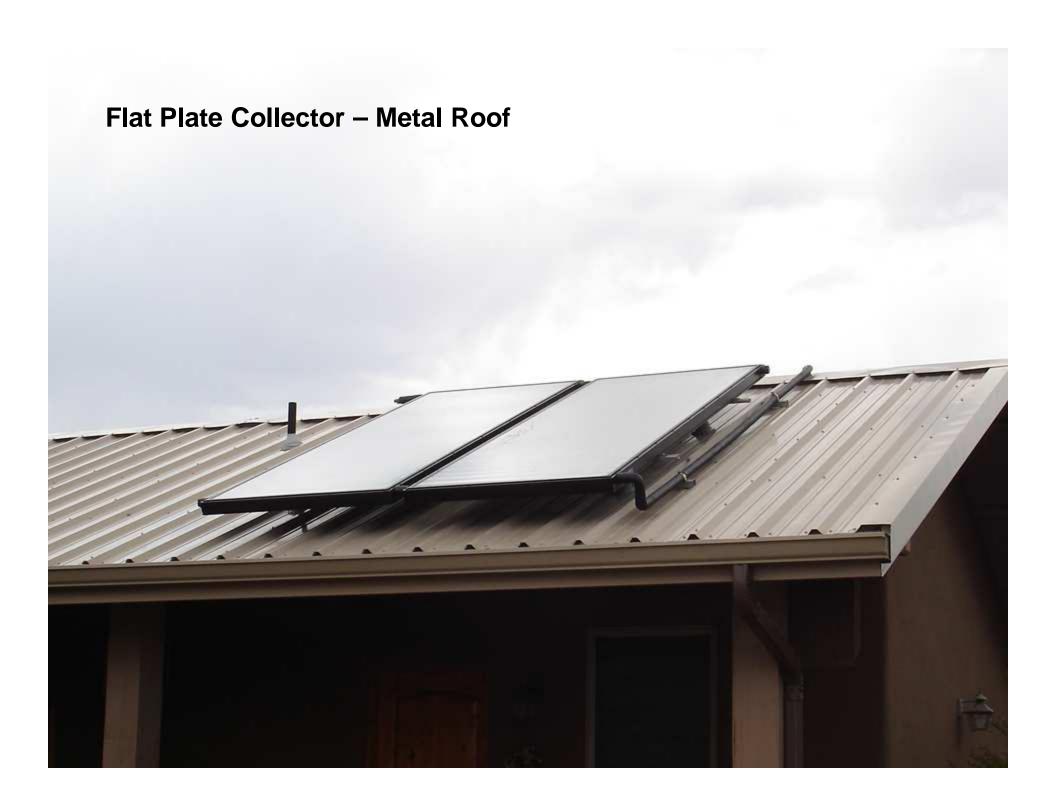
Most energy efficient
Easy maintenance
Freeze protected



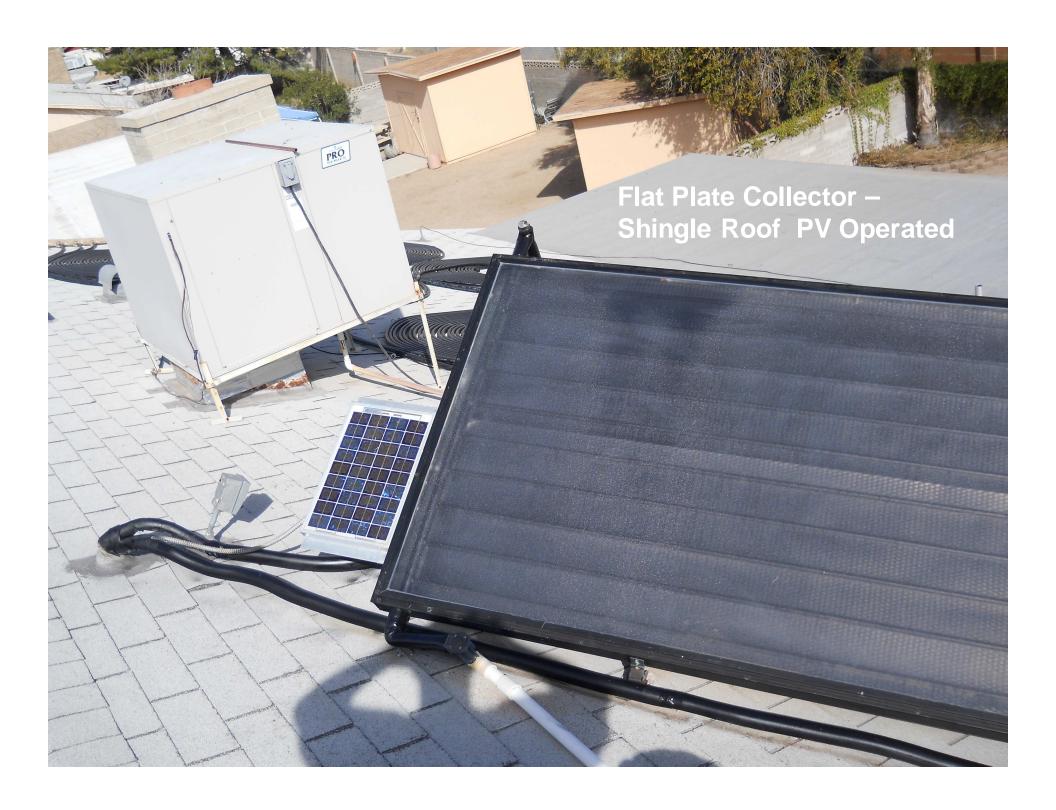






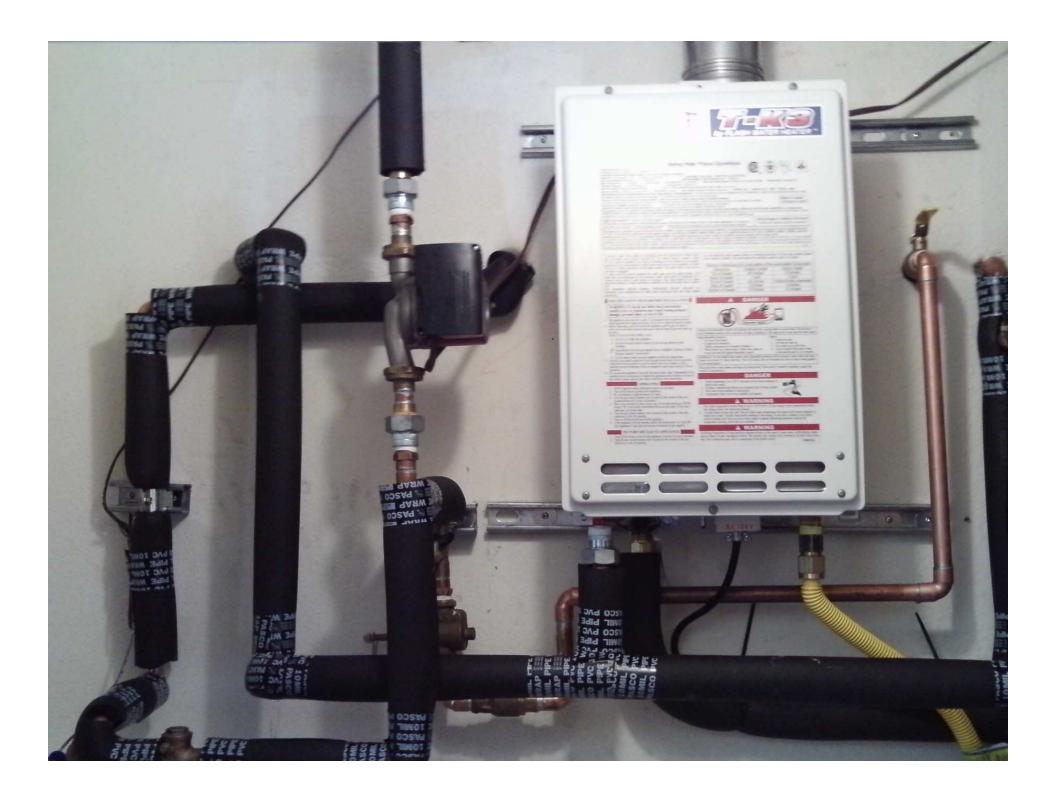














SOLAR HOT WATER

Economics

Active System \$5,650

(1,508) Incentive (1,695) Fed Tax Credit (1,000) State Tax Credit \$1,447 Out of Pocket

Passive System \$5,850

(1,300) Incentive

(1,755) Fed Tax Credit

(1,000) State Tax Credit

\$1,795 Out of Pocket

Passive w/Tankless \$8,150

(1,680) Incentive

(2,445) Fed Tax Credit

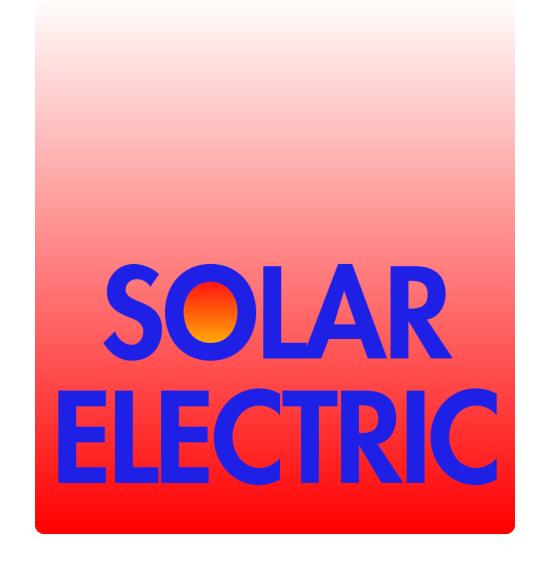
(1,000) State Tax Credit

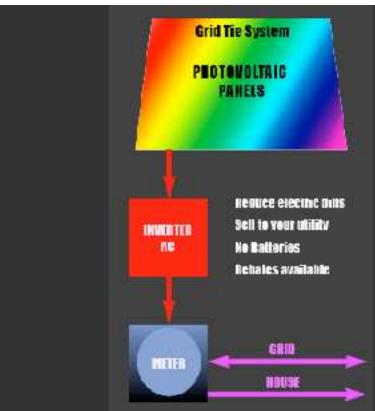
(200) SW Gas Rebate

\$2,825 Out of Pocket



















SOLAR ELECTRIC

Economics - TEP

2,000 Watts \$12,500 (4,000) Utility Rebate (2,550) Federal Tax Credit (1,000) AZ Tax Credit \$4,950 Out of Pocket \$400/year savings

5,000 Watt \$27,500 (10,000) Utility Rebate (5,250) Federal Tax Credit (1,000) AZ Tax Credit \$11,250 Out of Pocket \$1,000/year savings











LANDSCAPE WELL PUMPING WIND POWER

Landscape

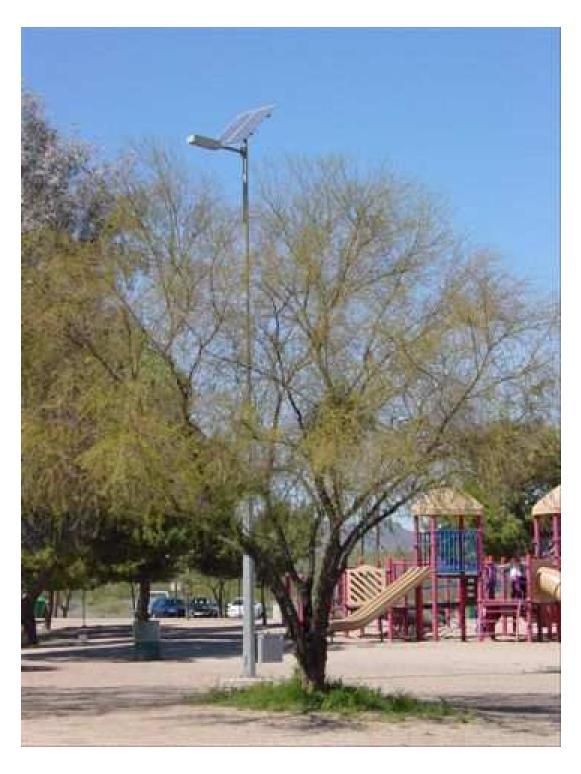


Wind Power



Well pumping





Park Lighting





Park Lighting





Kiosk Lighting



Before Looking at Solar

- Understand your energy demand
 - ❖ Review your bill
- Reduce as possible
 - Air Conditioning/Heating Equipment
 - Lighting

Solar S

Behavioral Changes

Getting Started

- Locating a Contractor
 - Referrals/ Ask your neighbors
 - Check with Registrar of Contractors
 www.azroc.gov
 - Experience NABCEP.org
 - Correct License
 - ❖BBB/Chamber of Commerce



Proceeding

- Solar Contractor Responsibilities
 - Complete Utility Paperwork
 - Get Required Permits
 - Assist with HOA approvals
 - Coordinate all inspections
 - Provide Training



Completion

- ❖Solar Hot Water
 - ❖2-4 weeks to start 1 day work
- Photovoltaics
 - ❖6-12 weeks to start 1-4 days work
- Dependent on Utility and HOA approvals and system size





